



DRIVER OF THE MONTH

Joe Monroe

Joe is a Company Driver in truck #0744 and has been a valued member of our team since August 2006

CONGRATULATIONS!

Thank you for all of your hard work and dedication.



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WELCOME

Ronald Baker	Company Driver
David Reineke	Company Driver
Leo Kahl	Company Driver
Christopher Lundy	Owner Operator
Ben Smith	Owner Operator
Doug Coen	Driver Consultant

"Our goal is to help you reach yours"

TIPS TO FEEL BETTER

7 Simple Tips to Feel Better-according to MSN's Health & Fitness

1. Smile more—smiling creates positive emotion both for you and the other person.
2. Do it yourself—being active and productive is motivating and satisfying.
3. Eat Breakfast—you may not feel hungry, but your blood sugar levels are low after hours of sleep. Eating breakfast will make you more alert and energized.
4. Don't be too hard on yourself—bring a positive perspective to your whole image and try not to focus just on the negative.
5. Be a Night Owl—focus on quality rather than quantity of sleep. Stick to a regular wake-up time, even on the weekends.
6. Vent to a friend—choose someone who makes you feel appreciated and always listens.
7. Be in the moment—relax, listen to music that takes you back to a pleasant place in time.

Submitted by: Julie, VF Accountant

BROKERAGE UPDATE

I hope everyone had a fun and safe 4th of July. It seems like it took forever for summer to get here, and now it's half over already.

Business remains strong in brokerage and rates have improved from what they were. The last 3 to 4 months have been a huge improvement from the previous 12. As well as things are going now, we still have a long way to go to catch up to where we were.

Everyone needs to pay close attention to comments on the load confirmations, especially the part where it says, COD! If it does, always get a check. If the customer says that we are supposed to bill them, call your dispatcher to find out for sure.

A NOTE FROM DISPATCH

Summertime is here and so are construction, detours, and vacationers. Drivers, be sure to read your permits and have the current provision sheets on hand.

As everyone knows, we have been pretty busy lately. We have been getting a lot of compliments on our service. This is great even though we all know that every customer, big or small wants their load just as soon as possible. I know it does put added pressure on everyone, including those of us in the office. It is still good to hear that our efforts are being appreciated. This reflects directly on the great group of drivers that we have. Keep up the great work!

I know that most of you carry a camera or have picture capability on your cell phone. If you have an interesting or unusual load on, or even a picture of your truck in a unique setting, take a picture and send it in to Kristi (kjack@valleytransinc.com). Maybe we'll use it in a future newsletter, or better yet, get Brad talked into having calendars printed! I know that everyone is proud of their equipment, so this would be a great way to show it off.

Thanks and keep up the great work.

Tom
Freight Coordinator

Don't sit there and argue with the customer, but get to the bottom of it before leaving. It's not getting any better out there as far as collecting money goes. Once that piece is off the truck, we lose all control.

Always keep your eye out for new accounts. Let your dispatcher know of any company that you think may warrant a call or a visit. We're always looking to add to our customer list. Keep up the good work.

Steve (Weebs)
Broker/Sales

Dealing With Change

By Peggy Morrow (www.peggymorrow.com)

Do you keep thinking, "Things will soon settle down?" Well, dream on. Things are never going to settle down. Change, extreme change is going to be with us forever. The world is moving at a faster and faster pace. I like what Will Rogers said years ago. "Even if you're on the right track, you'll get run over if you just sit there." That's certainly still true today.

In order to be successful in your job and guarantee your lifetime employability, you must not only embrace change, but also develop a reputation as one who pushes the change process along. This will make you more valuable to our constantly changing organizations. Here are some techniques to help you develop into a change master.

Learn to expect rather than dread change. This has to do with replacing limiting thoughts with positive, change-enhancing thoughts. "I can't do this," "This will never work," "I just can't learn this" and other negative comments like this are an example of someone who will have trouble embracing change.

Replace them with thoughts like, "There can always be a better way," "Change is necessary to keep the organization growing and thriving," "Change is normal," and "I've succeeded at changes in the past and I can do so again." By monitoring your self-talk, you will be on the first step to learning how to embrace change rather than push back against it.

Recognize the three stages developed by William Bridges PhD that you will go through during any change: endings, transition and new beginnings. Think of a change that you've weathered. Can you identify how you went through these stages?

ENDINGS: Some of the feelings that occur in the endings stage are anger, pain, grief, despair and withdrawal. You suffer a feeling of loss of identity, relationships, control and your turf. Many people experience feelings of self-doubt and inadequacy. They often become blocked from seeing possible alternatives and know intellectually that there is a need for change, but emotionally are unable to let go.

TRANSITION: Here you can experience a feeling of aloneness, confusion, disorientation, distress, frustration and uncertainty. People often categorize this stage with a statement like "I don't know what I am feeling," and idealize the way things used to be. They can be exceptionally cautious in this stage. They experience reluctance and apprehensions but are starting to look forward to what might lie ahead.

NEW BEGINNINGS: It is at this stage that you feel an emerging sense of belonging, excitement and commitment. You find yourself learning new skills and letting go of past behaviors and attitudes that don't fit the new changes. Roles and responsibilities get refined and clarified and you feel new energy and a new personal identity.

The key to coping well with change is to recognize and move yourself through these three stages of change as fast as you can. No one wants a person stuck in the endings stage.

ESPN: Target Field Gives Best Stadium Experience

According to a recent ESPN study, Twins fans get the best stadium experience in the country at Target Field, with the Xcel Energy Center close behind in the third spot.

Twins fans have something new to brag about in regards to its brand new home, Target Field—it gives the best stadium experience in the country.

According to *ESPN: The Magazine's* eighth annual "Ultimate Standings," Target Field gives the best stadium experience out of any baseball, basketball, football, or hockey stadium in the country.

The Xcel Energy Center came in close behind and ranked third on the list for best stadium experience. Lambeau Field, home to the Green Bay Packers, came in second.

According to the rankings, the Hubert H. Humphrey Metrodome—the Twins' old home and current home the Vikings—was among the worst in terms of stadium experience and ranked 118 out of 122.

Stadiums were analyzed based on the quality of arena and game-day promotions, as well as friendliness of environment.

In addition to stadium experience, the Ultimate Standings measures MLB, NBA, NFL, and NHL franchises based on the following categories:

- **Bang for the Buck:** Number of wins during the past three years (regular season plus postseason) per revenues directly from fans, adjusted for league schedules.
- **Fan Relations:** Openness and consideration toward fans by players, coaches, and management.
- **Ownership:** Honesty and loyalty to core players and local community.
- **Affordability:** Price of tickets, parking, and concessions.
- **Players:** Effort on the field and likeability off it.
- **Coaching:** Strength of on-field leadership.
- **Title Track:** Championships already won or expected in the lifetime of current fans.

The Twins fared well in two other categories, coming in second in the "Players" category and fourth in the "Fan Relations" category.

Overall in the standings, the Twins ranked 14th, the Vikings ranked 59th, and the Wild ranked 78th. The New Orleans Saints, who won the Super Bowl this year, claimed the top spot in 2010 after coming in at the 52nd spot last year.

EMPLOYEE BIRTHDAYS

Jeremy Swanson	July 07
Greg Reiher	July 09
Larry Glenn	July 15
Charles Stewart	July 17
Red Alden	July 18
Steve (Weebs) Sheldon	July 21
William Timm	July 23
Irvin Jenkins III	July 25

“A positive attitude causes a chain reaction of positive thoughts, events and outcomes. It is a catalyst and it sparks extraordinary results.”

~Wade Boggs~

ANNIVERSARIES

Bob Jorgenson	07 Years
Keith Wolfe	06 Years
Troy Teppert	05 Years
David Harrison	05 Years
Chauncey Cook	04 Years
George Fowler	01 Year
Terry Hull	01 Year

JULY RECIPE

Raspberry Pie



Prep Time: 35 min + chilling
Bake Time: 50 min + cooling
Servings: 6-8

Ingredients

2 cups all-purpose flour
1 Tbsp sugar
½ tsp salt
¾ cup shortening
1 egg, lightly beaten
3 Tbsp cold water
1 Tbsp white vinegar

FILLING:

1 1/3 cups sugar
2 Tbsp quick-cooking tapioca
2 Tbsp cornstarch
5 cups fresh or frozen unsweetened raspberries, thawed.
1 Tbsp butter

TOPPING:

1 Tbsp 2% mil
1 Tbsp sugar

Directions

In a large bowl, combine the flour, sugar and salt; cut in shortening until mixture resembles coarse crumbs. Combine the egg, water and vinegar; stir into flour mixture just until moistened. Divide dough in half so that one ball is slightly larger than the other; wrap each in plastic wrap. Refrigerate for 30 minutes or until easy to handle.

Meanwhile, in another large bowl, combine the sugar, tapioca, cornstarch and raspberries; let stand for 15 minutes.

On a lightly floured surface, roll out larger ball of dough to fit a 9-inch pie plate. Transfer dough to pie plate; trim even with edge. Add raspberry filling; dot with butter.

Roll out remaining dough to fit top of pie; place over filling. Trim, seal and flute edges. Cut slits in top. Brush with milk; sprinkle with sugar.

Bake at 350 degrees for 50-55 minutes or until crust is golden brown and filling is bubbly. Cool on wire rack.